

## Message Text

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PAGE 01 KUWAIT 00277 161428Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----022142 161516Z /46

R 161330Z JAN 78  
FM AMEMBASSY KUWAIT  
TO SECSTATE WASHDC 9927  
INFO AMEMBASSY ABU DHABI  
AMEMBASSY AMMAN  
AMEMBASSY JIDDA  
AMEMBASSY MANAMA  
USLO RIYADH  
USDOC WASHDC

UNCLAS KUWAIT 0277

STATE FOR NEA/ARP

E.O. 11652: N/A  
TAGS: BEXP, XF  
SUBJECT: SOUTH CAROLINE IOGA TRADE MISSION, MARCH 1978

REF: USDOC 00056

1. PER PARA 3, REFTEL, WE MUST NOTE THAT TWO OF THE PRODUCTS LISTED AS INDICATIVE OF THE MISSION'S THEME ARE LIKELY TO HAVE MARGINAL SALES POTENTIAL IN KUWAIT, I.E. ROCK-CRUSHING MACHINERY AND WOOD PRODUCTS. OUR COPY OF KUWAIT'S SYNOPTIC GEOLOGIC MAP INDICATES THAT THE COUNTRY'S MAJOR GEOLOGICAL FORMATIONS ARE THE REMNANTS OF A FLUVIAL GRAVEL BLANKET, POROUS SANDSTONE, AND SILICEOUS LIMESTONE--UNLIKELY CANDIDATES FOR AGGREGATE OR ROCK-CRUSHING MACHINERY. THERE IS A SHORTAGE OF AGGREGATE IN KUWAIT, AND KNOWLEDGEABLE EXPERTS DEALING IN FEASIBILITY STUDIES TELL US THAT AGGREGATE PLANT PROPOSALS FOR KUWAIT ARE NOT VIABLE. THIS BEING THE CASE, IT APPEARS THAT KUWAIT IS NOT A POTENTIAL MARKET FOR ROCK-CRUSHING MACHINERY.

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2. EASTERN EUROPEAN AND FAR EASTERN COUNTRIES CONTINUE TO SUPPLY WOOD PRODUCTS USED IN CONSTRUCTION AT PRICES BELOW UNITED STATES C AND F QUOTATIONS. THE HIGHER PRICES OF AMERICAN WOOD PRODUCTS USUALLY GENERATE LITTLE ENTHUSIASM AMONG HIGHLY PRICE CONSCIOUS KUWAITI IMPORTERS, WHO USE CHEAP WOOD MOSTLY

FOR TEMPORARY CONSTRUCTION SUPPORTS.

3. MISSION MEMBERS SHOULD BE AWARE THAT THE KUWAITI MERCHANT COMMUNITY IS MORE INTERESTED IN ACQUIRING THE AGENCY RIGHTS FOR A NEW PRODUCT THAN IN DIRECT PURCHASES. THE MOST SUCCESSFUL FIRMS ON A MISSION ARE THOSE WITHOUT LOCAL AGENTS AND WITH A PRODUCT SUITABLE FOR THE MARKET. MANUFACTURERS ARE PREFERRED: BROKERS AND WHOLESALERS ARE RARELY DEALT WITH. MAESTRONE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
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